

Message Text

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TAGS: ETRD, TATT, TECH, UR, US
SUBJECT: HERCULES SIGNS COOPERATION AGREEMENT WITH SOVIET
UNION IN CHEMICALS

BEGIN UNCLASSIFIED

HERCULES INC. AND THE USSR STATE COMMITTEE FOR SCIENCE
AND TECHNOLOGY LAST WEEK SIGNED A TEN-YEAR AGREEMENT FOR
COOPERATION IN A NUMBER OF FIELDS, INCLUDING WATER
SOLUBLE POLYMERS, PULP AND ITS PRODUCTION, AGRICULTURAL
CHEMICALS, DYES, RESINS FOR INK PRODUCTION, GLUES AND
CHEWING GUM, FOOD ADDITIVES, AND CHEMICALS FOR WELL
DRILLING AND THE TEXTILE INDUSTRY. THE AGREEMENT ALSO
STIPULATES THE POSSIBILITY OF FUTURE COOPERATION IN
PHARMACOLOGY, FLAVORING AND AROMATIC SUBSTANCES, POLY-
OLEFINS AND FACING MATERIALS.

HERCULES ALSO SIGNED A PROTOCOL WITH THE MINISTRY OF THE
CHEMICAL INDUSTRY ON SCIENTIFIC-TECHNICAL COOPERATION IN
THE PRODUCTION OF WATER SOLUBLE PULP. ACCORDING TO TASS
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VESTNIK JULY 6, HERCULES HAS FOR A NUMBER OF YEARS BEEN
SUPPLYING THE SOVIET UNION WITH CHEMICAL PRODUCTS WORTH
5 TO 6 MILLION DOLLARS A YEAR. FROM OUR READING OF U.S.
TRADE STATISTICS IT APPEARS THAT THE LION'S SHARE OF
THIS TRADE COMES FROM ITS NUMEROUS SUBSIDIARIES LOCATED
OUTSIDE THE U.S. HERCULES IS REPRESENTED IN MOSCOW BY
THE FINNISH FIRM KAUKOMARKKINAT, WHICH IS THE AGENT FOR

HERKOFINN.

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AT JULY 5 RECEPTION, HERCULES PRESIDENT AND BOARD CHAIRMAN WERNER BROWN TOLD SCIENCE COUNSELOR THAT COMPANY VIEWS AGREEMENT AS A MEANS TO FACILITATE OPENING UP A MARKET IN SPECIALTY CHEMICALS. HERCULES NOW DOES ONLY A RELATIVELY SMALL VOLUME OF BUSINESS WITH THE SOVIET UNION, BUT THINKS THERE IS ALREADY A MARKET IN THE USSR FOR SPECIALTY CHEMICALS AND THAT IT WILL BE LARGER IN THE FUTURE. THE SOVIETS ARE PARTICULARLY INTERESTED IN CHEMICALS FOR CELLULOSE PRODUCTION, HE SAID. ALSO ACCORDING TO BROWN, THE SOVIETS HAVE A RATHER EXTENSIVE RESEARCH INVESTMENT IN THE FIELDS COVERED BY THE COOPERATION AGREEMENT, AND HERCULES THINKS THAT AS THE COMPANY IS GOOD ON DEVELOPMENT WORK IT SHOULD BE ABLE TO MARKET SOME OF THE SOVIET RESEARCH RESULTS IN THE U.S. MATLOCK

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